

# NPS



BiP's NEWSLETTER FOR THE PROCUREMENT SERVICE

ISSUE 38 SUMMER 2005

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## East Renfrewshire saves big with e-auction



EAST RENFREWSHIRE Council has delivered £75,000 of savings on printing equipment thanks to an e-auction managed by BiP Solutions.

East Renfrewshire recently commissioned BiP to organise their first electronic tender and e-auction event. The Council's Purchasing and Procurement Manager, Jim Livingstone, said: "As this was our first venture into this field and as it was a major procurement of IT equipment, we wanted to get it right first time. We used BiP Solutions because of their experience in the field and were delighted by the support provided."

According to the Council, the e-auction exercise reduced the overall procurement cost by around 12%, resulting in savings of around £75,000, and the Council now intends to extend its use of BiP's services to all Invitation to Tender exercises issued by its Central Purchasing and Procurement Section.

"The suite of products offered by BiP Solutions - Project, Select and Vault - are a most welcome addition to our procurement management toolbox and I have to say that the company was excellent in holding our hands throughout the process. Everyone was very impressed by their service," added Mr Livingstone.

For further information on how BiP Solutions' e-auction services can save your organisation money, call **0845 270 7090** or email [delta@bipsolutions.com](mailto:delta@bipsolutions.com)

## McCreevy confirms for N3PD 2006



EUROPEAN COMMISSIONER Charlie McCreevy (pictured) has been confirmed as the keynote speaker for National Public Procurement Practitioners Day (N3PD) 2006.

Responsible for the EU's Internal Market and Services, which includes public procurement, Mr McCreevy was appointed to the European Commission as part of a new team under President José Manuel Barroso.

Prior to this role Mr McCreevy held various cabinet posts in the Irish Parliament, including Minister for Social Welfare, Minister for Tourism and Trade and Minister for Finance.

The announcement of Mr McCreevy as the keynote speaker is just the beginning of what will be a powerful speaker line-up, which will further establish N3PD as the premier event for public procurement personnel, say event organisers BiP Solutions – publishers of *Government Opportunities (GO)* magazine.

Grahame Steed, Managing Editor of *GO*, said: "N3PD 2006 will be bigger and even better than the last. I am delighted that Mr McCreevy, with his remit and responsibility, has made time to speak at the event. I am sure everyone attending will benefit enormously from this opportunity to hear from and meet the Commissioner in person."

N3PD 2006 will be held on 6 June in central London, and will once again incorporate the Government Opportunities Excellence in Public Procurement Awards.

Further information on N3PD can be found at [www.n3pd.com](http://www.n3pd.com)

## BiP the solution for TSO



TSO customers with direct access to its public procurement marketplace expertise.

Commenting on the agreement, Jeremy Hook, MD of TSO Publisher Services, said: "Working even more closely with BiP will ensure that our customers are given the very best advice and help regarding contract-related publications."

The agreement encompasses the generation of new sales, all aspects of related management processes and the operations, renewal and accounting processes for all contract information publications. The partnership will also boost customer retention and the promotion of related value-added services.

Ron Burges, Managing Director of BiP Solutions, said: "We have enjoyed a long and mutually beneficial relationship with TSO and this takes that relationship to the next step. I am sure it will result in significantly increased business for both organisations."

Visit the TSO website at [www.tso.co.uk](http://www.tso.co.uk) or the BiP Solutions website at [www.bipsolutions.com](http://www.bipsolutions.com)

LEADING GOVERNMENT publisher The Stationery Office (TSO) and public procurement experts BiP Solutions have entered into a unique partnership to boost sales of public procurement publications and information services.

TSO has been promoting BiP tender information services to its clients for some years; however the new agreement extends this relationship to include more extensive sales and marketing activities. The agreement will help TSO customers more easily identify and respond to new business opportunities within the public sector. In the future, BiP will also provide

## Suppliers see **aXcess** buyer profile service

SUPPLIERS TO Scottish Borders Council have praised the authority's Buyer Profile website at a recent 'Selling to the Council' event.

The site, developed through BiP Solutions' aXcess service, provides details about the authority's procurement practices and intentions, so that potential suppliers will be better informed about the purchaser and better able to judge whether they wish to bid for a particular tender opportunity.

According to Jackie Foster, Purchasing Manager for Scottish Borders Council, the majority of suppliers who attended the event "commented on how useful they felt the Portal would be in enabling them to sell to the Council and overcome the problems they had previously encountered" while tendering for local contracts.

Scottish Borders also uses BiP's Project e-notice service to create, manage and transmit contract notices, and by using Project in combination with aXcess, the Council aims to fully comply with the new EU Consolidated Directive recommending that authorities provide their purchasing and procurement information via a Buyer Profile. The site also fulfils the requirement of the UK National e-Procurement Project (NePP) for public bodies to have a dedicated 'selling to' area.

The Scottish Borders Council Procurement Portal can be found at <http://scotborders.g2b.info>

Other portals developed by BiP Solutions include those for the Office of the Deputy Prime Minister (<http://www.procurementportal.odpm.gov.uk/>) and the Department for Transport (<http://dft.g2b.info/>).

To learn how your organisation can enjoy the benefits of an aXcess Buyer Profile and revolutionise your procurement processes, contact the Delta Helpdesk on **0845 270 7050**.

## OGC to examine Olympic capacity



THE OFFICE of Government Commerce (OGC) is set to examine the ability of the UK construction market to deliver Olympic Games facilities.

In the wake of London being announced as the host city for the 2012 Olympics and Paralympics the Department has confirmed that it will help address any problems with shortages in the numbers of suppliers necessary to deliver the £1.4 billion worth of facilities and infrastructure projects on time.

A spokesperson for the OGC said the Department will "work with the Olympic team, public sector construction purchasers and the

supply side to ensure that capacity issues are addressed by all in a timely manner between now and 2012."

The London Development Agency will remain the main contracting authority for the vast array of construction projects that must be completed by 2012. Once the Olympic Bill passes Parliament the Olympic Delivery Authority and Olympic Transport Authority will take over the procurement and delivery of facilities. A London Organising Committee for the Olympic Games will also be set up, under the leadership of Lord Coe, which will be responsible for operational contracts.

## Win recognition

DOES YOUR authority deserve more recognition? If so, why not apply for the SOPO Annual Awards?

Submissions can be made by an individual or team on behalf of their authority or consortium, and for any area of procurement work within local government that they feel is worthy of consideration and recognition. Entries are neither confined to large or

complex procurements nor restricted to members of SOPO.

The Awards recognise outstanding achievement in local government procurement, and consist of four categories: County Council, Unitary Authority, District Council and Other Public Sector Bodies (eg Police, Fire, Local Government Consortia, etc).

The closing date for submissions is 19 August with the shortlisted award presentations being made at the SOPO Annual Conference evening dinner on 15 November. Outright winners in each category will receive their awards at the conference on the morning of 16 November.

For more information or to download a submissions form, please visit [www.sopo.org](http://www.sopo.org)



## Councils on track for efficiency

NEW FIGURES from the Office of the Deputy Prime Minister (ODPM) suggest that local authorities in England have made £700 million of efficiency gains in 2004-05.

The gains were identified in statements supplied by councils to the ODPM.

The Department says that, based on these early figures, local government is well on its way to meeting the efficiency targets set out by Chancellor Gordon Brown in the 2004 Spending Review.

In addition to the £700 million of announced gains, councils have already indicated that they expect to achieve nearly £1.2 billion of efficiency gains in 2005-06. This figure would exceed the Government's target for efficiencies in local government of £1 billion for the financial year 2005-06.

In the 2004 Spending Review, the Chancellor set out efficiency targets in local government of at least £6.45 billion by 2007-08. This target includes efficiencies from all areas of local services, including schools, fire services and police.

# Alcatel takes effect

THE OFFICE of Government Commerce has announced that all procurements covered by the EU Directives must have a mandatory standstill period, with immediate effect.

The announcement follows the UK acceptance of a decision made by the European Court of Justice, also known as the Alcatel case, which found that contracting

authorities should impose a standstill period of at least ten days between advising all tenderers of the award decision and the actual award of the contract.

This standstill period is to allow unsuccessful tenderers the opportunity to challenge an award decision. Successful objections could ultimately lead to award decisions being overturned.

## Summary of main points:

A minimum ten days' mandatory standstill period between communicating the award decision to all tenderers and contract conclusion.

*The mandatory standstill period does not apply:*

- to below-threshold procurements
- to procurements outside the full scope of the procurement Directives
- where single tendering takes place under the urgency provision of the Negotiated Procedure

*Notification of the contracting authority's award decision must contain:*

- the award criteria
- the tenderer's score, where appropriate
- the winning tenderer's score, where appropriate
- the name of the winning tenderer

*New debriefing rules include:*

- providing additional debriefing within the

standstill period if requested by the end of the second working day of the standstill period

- allowing three working days between this debriefing and the end of the standstill period.

*The standstill period is to be:*

- extended if necessary, eg around public holidays
- started the day after the award decision is issued, and must end on a working day

If there is a legal challenge, authorities should wait to see if interim measures are granted before proceeding.

If interim measures are granted, they should wait until the outcome of legal proceedings before concluding the contract.

BiP Solutions' Procurement Advice and Support Service (PASS) offers expert consultancy on issues such as this and more.

For further information, email [pass@bipsolutions.com](mailto:pass@bipsolutions.com) or call **0845 270 7055**.

## Take the change challenge



THE CURRENT climate of efficiency in the UK public sector has presented many challenges to purchasers, particularly in the healthcare sector. However, the greatest challenge is keeping up to date with all the changes and new developments in such a rapidly evolving sector.

This is specifically what the Health Care Supplies Association aims to address in its 2005 Annual Conference & Exhibition.

Delegates will be provided with a unique opportunity to understand and discuss all the latest thinking across healthcare purchasing and supply.

The event, organised by BiP Solutions, hosts an impressive line-up of speakers. On the first day speakers include Duncan Eaton, Chief Executive of the NHS Purchasing and Supply Agency, and Professor Christine Harland, Director of the Centre for Research in Strategic Purchasing and Supply.

Speakers on the second day include Barry Mellor, Chief Executive of the NHS Logistics Authority and Christine Beasley, Chief Nursing Officer at the Department of Health.

The 2005 Health Care Supplies Association Conference & Exhibition will be held from Thursday 3 to Saturday 5 November at the Britannia International Hotel, Canary Wharf, London.

For further information or to book online, please visit [www.bipeventsolutions.com](http://www.bipeventsolutions.com) or contact the Events team on **0845 270 7095**.

## Enhanced tendering tool boosts efficiency

AT A TIME when efficiency impacts on almost every decision a purchaser in the public sector makes, it is small wonder that they jump at the next labour-saving tool.

BiP Solutions' premier e-tendering suite of applications, Delta-ets, can not only save procurement professionals from hours of form-filling; it can also help avoid costly mistakes.

Delta-ets is able to automatically complete the mandatory Annual Statistical Return form as a free, additional service, saving labour intensive staff hours and avoid potentially damaging inaccuracies.

Project, part of the Delta e-tendering suite, creates the Annual Statistical Return of each authority by collating all notices held within the Project account and automatically populating the award notices with the information provided within the system.

This is just one of the many functions in Project that increases the efficiency of procurement processes.

Project not only transmits above-threshold contract notices to the OJEU, but also facilitates the advertising of low-value notices for over 500 organisations currently using the system. These notices are published in BiP's trade publications and online subscriber products – increasing commercial exposure at no extra cost.

Project also includes a Management Reporting Suite which provides a custom search facility, allowing organisations to manage the type, volume and frequency of contracts processed.

All these functions are available for the remarkably low annual price of £150 per licence.

Existing subscribers requiring further details can call **0845 270 7050** or email [helpdesk@bipsolutions.com](mailto:helpdesk@bipsolutions.com), and our friendly team will take you through the functions mentioned above.

If you would like to use Project or any other Delta e-tendering tool please contact BiP Solutions on **0845 270 7090** or email [sales@delta-ets.com](mailto:sales@delta-ets.com)

## OGC issues alert to suppliers

THE OFFICE of Government Commerce (OGC) has been warning suppliers to beware of companies falsely claiming to be affiliated with government departments or agencies.

These companies claim that they can promote and advertise supplier details to local authorities and other public sector contracting authorities and that they have government backing.

OGC advises that suppliers should research companies offering this kind of service and satisfy themselves that using the service will actually benefit their particular business.

Companies receiving poor guidance and service or experiencing misrepresentation from such service providers and who wish to report such incidents should do so with the relevant Trading Standards Authority.

## NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

### SEPTEMBER 2005

#### SOPO ROADSHOWS 2005

5 Sep	London	19 Sep	South East South
14 Sep	West Midlands	21 Sep	East Midlands

### SEPTEMBER-DECEMBER 2005

#### WINNING TENDERS 2005

13 Sep	London	2 Nov	Manchester
1 Nov	London	6 Dec	London

### SEPTEMBER-DECEMBER 2005

#### HOW TO COMPLETE THE NEW OJEU CONTRACT NOTICE PROFORMAS FOR EU DIRECTIVE

13 Sep	London	22 Nov	London
20 Sep	Manchester	28 Nov	Leeds
1 Nov	Bristol	1 Dec	Glasgow

### 14 SEPTEMBER 2005

#### ABC ANNUAL CONFERENCE

Hampden Park, Glasgow

### SEPTEMBER-NOVEMBER 2005

#### HOW TO LET COMPLIANT PUBLIC CONTRACTS

14 Sep	London	20 Oct	Birmingham
21 Sep	Glasgow	9 Nov	London
5 Oct	Manchester	17 Nov	Leeds
13 Oct	London		

### SEPTEMBER-DECEMBER 2005

#### PREPARING PERFECT TENDERS

14 Sep	London	11 Oct	London
21 Sep	Manchester	8 Nov	Leeds
29 Sep	Bristol	7 Dec	London
6 Oct	Birmingham		

### SEPTEMBER-NOVEMBER 2005

#### HOW TO PROTECT YOUR COMMERCIAL INTERESTS WHEN TENDERING

15 Sep	London	3 Nov	Manchester
4 Oct	Birmingham	22 Nov	London

### SEPTEMBER-NOVEMBER 2005

#### THE NEW EU PROCUREMENT DIRECTIVE 2004/18/EC PROCEDURES

15 Sep	Manchester	3 Nov	London
21 Sep	London	9 Nov	London
28 Sep	Bristol	30 Nov	Glasgow
5 Oct	Birmingham		

### SEPTEMBER-NOVEMBER 2005

#### GET READY FOR CHANGE

20 Sep	London	18 Oct	Birmingham
22 Sep	Glasgow	2 Nov	London
27 Sep	Bristol	23 Nov	London
4 Oct	Manchester	30 Nov	Leeds

### SEPTEMBER-DECEMBER 2005

#### LESSONS LEARNT – PUBLIC SECTOR CONTRACTING & FOIA

22 Sep	London	10 Nov	London
19 Oct	Birmingham	8 Dec	London

### 19 OCTOBER 2005

#### SELLING TO DEFENCE CONFERENCE & EXHIBITION 2005

The Brewery Conference Centre, London

### 3-4 NOVEMBER 2005

#### HEALTH CARE SUPPLIES ASSOCIATION ANNUAL CONFERENCE AND EXHIBITION 2005

Britannia International Docklands, London

### 15-16 NOVEMBER 2005

#### SOPO ANNUAL CONFERENCE & EXHIBITION 2005

The Royal Lancaster Hotel, Hyde Park, London

BiP Solutions hosts a wide range of events to aid the public procurement community.

Visit [www.bipeventsolutions.com](http://www.bipeventsolutions.com) to view the full list.

To book visit [www.bipeventsolutions.com](http://www.bipeventsolutions.com) or for further information on advertising your event in this newsletter, contact our **Events Team** at BiP on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

# Efficiency down the line



EFFICIENCY HAS become the guiding principle in the public sector, and at the heart of the drive to introduce more efficient purchasing across the UK Government are the Office of Government Commerce (OGC) and the Society of Procurement Officers in Local Government (SOPO).

It was with efficiency in mind that the recent SOPO/OGC joint conference focused on the 12 months of progress that has been made since the Government's Efficiency Review was officially launched.

This year's conference provided an excellent platform to assess the impact

made on front-line public services as a result of the Efficiency Review. It also provided an opportunity to find out how others are responding to the current challenges in public procurement and to learn from their innovation and best practice. Other topics covered within the workshop programme included Collaboration and Performance Management.

One of the event's highlights was the keynote speech by Tim Byles, Chief Executive of Norfolk County Council and regional Public Procurement Champion, which emphasised the key drivers for procurement and local authorities' quick response to the efficiency challenge.

With over 150 delegates in attendance, the event built on previous joint SOPO/OGC conferences, ensuring that procurement officers in both local and central government are kept up to date with leading-edge practices in all areas of the public sector.

For more information on future public procurement events please visit [www.bipeventsolutions.com](http://www.bipeventsolutions.com)

## Top Tip – Content of reports

THE NEW consolidated EC Public Procurement Directive requires authorities to create a detailed contract report for every contract it concludes. Use this report also to satisfy any Freedom of Information Act (FOIA) request related to the contract-letting process. Publishing this information in report form and on your own website could reduce the burden on your personnel in responding to requests for such information on a case by case basis.

*This report must include details such as:*

- the name and address of the contracting authority, the subject matter and value of the contract
- the names of successful candidates or tenderers and the reasons for their selection
- the names of candidates or tenderers rejected and the reasons for their rejection
- the reasons for the rejection of tenders found to be abnormally low
- the name of the successful tenderer and the reasons why that tender was selected and, if known, the share of the contract the tenderer intends to subcontract to third parties

For full details on preparing the content of these reports see Article 43 of Directive 2004/18/EC. The report, or the main features of it, will require to be sent to the Commission if requested. However, the Commission is now considering requiring all authorities to send this information electronically to the Commission as a matter of course after each tender exercise.

## IN SEPTEMBER'S ...



### GOVERNMENT OPPORTUNITIES

- Environment Minister **Elliot Morley** talks to GO's Assistant Editor Gary Atkinson about the Government's new Sustainable Procurement Task Force.
- Recruiting fresh talent into the pool of public procurement professionals to build capacity and deliver savings is a matter of good marketing from every level of the public sector, says **Michael Campbell** from the Chartered Institute of Purchasing and Supply.
- **Barry Stephens**, Chief Executive of the National Federation of Builders, argues that public procurement can and should help the development of skills in the construction industry to help increase capacity and deliver Olympic facilities on time.

*(Contents subject to change)*

## NPS CONTACTS

Publisher



**BiP Solutions Ltd**

Park House, 300 Glasgow Road, Shawfield, Glasgow G73 1SQ

Tel: 0141 332 8247

Fax: 0141 331 2652/2792

Email: [bip@bipsolutions.com](mailto:bip@bipsolutions.com)

Website: [www.bipsolutions.com](http://www.bipsolutions.com)

Editorial

[grahame.steed@bipsolutions.com](mailto:grahame.steed@bipsolutions.com)

Marketing

[gerry.thorogood@bipsolutions.com](mailto:gerry.thorogood@bipsolutions.com)

Customer

[gillian.cameron@bipsolutions.com](mailto:gillian.cameron@bipsolutions.com)

Support